

RESUME

ANUMULA GANESH BABU

S/O NarasimhaRao,
Zulakallu (village),
Piduguralla (MD),
Guntur (DT), A.P.
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CAREER OBJECTIVE:

To work with maximum potential in a challenging and environment, with an opportunity of working with diverse group of people and enhancing my professional skills with learning and experience for career growth.

EDUCATIONAL QUALIFICATION:

Course	School/College	University/Board	Pass Year	Out Percentage of Marks (%)
B.Tech (Agril. Engg.)	College Of Agricultural Engineering, Bapatla	Acharya N.G. Ranga Agricultural University	April 2017	77.8
Intermediate	Krishnaveni Junior College, Narasaraopet	Board Of Intermediate Education	March 2013	94.6
S.S.C	Z.P. High School, Zulakallu	SSC	April 2011	87.5

COMPUTER PROFFICIENCY:

- ✓ Management tools : MS Office 97/2003/2007/2016
- ✓ Operating Systems : MS Windows 95/98/XP/7/8/10

PROJECT AND TRAINING:

- ✓ 4 Months In-plant training taken under **National Institute Of Plant Health Management (NIPHM)** Hyderabad, Telangana.
- ✓ 1 Month Experimental Learning Program taken under **Southern Region Farm Machinery Training And Testing Institute (SRFMTTI)** Garledinne, Ananthapuram, A.P.

WORK EXPERIENCE:



Centre Manger- Escorts Limited: 26th May, 2017 to 27th June 2018. ESCORTS

- ✓ To achieve the defined revenue targets for mechanization of services on assigned territory.
- ✓ Achieve the acreage targets for harvester, planter, bailer, weeder and tractor services.
- ✓ Provide end to end mechanization services to farmers in assigned territory.
- ✓ Ensure 100% collection efficiency.
- ✓ Responsible for market selection basis input metrics and set up of centres with right implements and machines to increase profitability.
- ✓ To drive all the day, weekly, monthly dashboards along with monthly & yearly forecasting and planning exercises for Revenue and P&L.
- ✓ Ensure order efficiency and deployment resources during season.
- ✓ Provide marketing support, ensure branding and customer communication as per plan.

Territory Manager- Action Construction Equipment Ltd: 29th June, 2018 to 31st August 2019.



- ✓ Manage a set of dealerships to achieve the business parameters like Volume, Market share, Collection and deliveries etc. Of all implements
- ✓ Ensuring viable distribution network by appointing dealers and sub-dealers for appropriate market coverage.
- ✓ Facilitate the trainings to dealers and his staff to update the knowledge on various products and Systems.
- ✓ Motivating and improving the skill of dealer manpower on business improvement and product & Customer handling.
- ✓ Execution of events and product promotional campaigns, product launches etc.
- ✓ Execution of demonstrations on new products.
- ✓ Track the competitor activities, capture feedback on performance of competitor and our products.
- ✓ Coordinating with related to Government Departments for Subsidies like DBT etc.



**Deputy Manager- L&T Electrical and Automation in Agriculture:
23rd September, 2019 to Till Date.**

- ✓ Manage a set of stockistships to achieve the business parameters like Volume, Market share, Collection and deliveries etc. Of All Agriculture Electricals.
- ✓ Responsible primary & secondary sale of territory.
- ✓ Appointing new dealers across vacant region & maintain good relation with old dealers.
- ✓ Completion of sales targets, planning of sales promotional strategies, analyzing market trends, and competitor's activities, maintaining sales performance and providing continuous feedback on market trends to the management.
- ✓ Analysis of MIS-Monthly Invoice Sales Report (Stock, secondary sales and Orders) and Working on SAP (Sales Module: Order fed, Invoiceing).
- ✓ Conducting sales & Promotional activities.
- ✓ Managing & working under sales team.
- ✓ Motivating and improving the skill of dealer manpower on business improvement and product & Customer handling.
- ✓ Coordinating with related to Government Departments.

CO-CIRCULAR ACTIVITIES:

- ✓ Participated in NSS program at **Maruproluvaripalem, Bapatla** and Participated in **Blood Donation Camp** organized by **RED CROSS**.
- ✓ Participated in Inter collegiate sports meet and played Shuttle and Ball Badminton and won prizes.
- ✓ Event Organizer in school and college annual day Functions.
- ✓ Participated in District and State wise Science Exhibitions and won prizes

AREAS OF INTEREST:

- ✓ Sales and Marketing
- ✓ Farm machinery
- ✓ Agricultural Engineering
- ✓ Rural Development

STRENGTHS:

- ✓ Positive thinking and hard working.
- ✓ Ability to adapt any work environment and time oriented
- ✓ Basically, a good team player and can co-ordinate well with team members
- ✓ Manage to work under pressure
- ✓ Communication and Management Skills.
- ✓ Honest and loyal
- ✓ Leadership skills
- ✓ Soft and easy-going personality

PERSONAL INFORMATION:

Age	:	23 yrs.
Date of Birth	:	23-03-1996
Father's name	:	A. NarasimhaRao
Mother's name	:	A. Narayanamma
Gender	:	Male
Marital Status	:	Single
Languages Known	:	Telugu, English and Hindi
Hobbies	:	Playing shuttle, Ball Badminton & Listening music.

DECLARATION:

Sir, I hereby declare that all the foregoing information is correct and complete to the best of my knowledge and nothing has been concealed / distorted.

Place: Piduguralla

(ANUMULA GANESH BABU)